

Message Text

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ACTION EUR-06

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E.O. 11652: N/A

TAGS: EIND, BE

SUBJECT: BELGIAN IMPORTER REQUESTS USG ASSISTANCE IN OBTAINING
CONTINUED SUPPLY OF U.S. PETROCHEMICAL PRODUCT.

1. PRESIDENT OF PROMOTER S.A., A SMALL BELGIAN MANUFACTURING
ESTABLISHMENT, HAS INFORMED EMBASSY THAT THIS COMPANY OPERATIONS
ARE BEING SEVERELY HAMPERED BY THE INABILITY OF U.S. SUPPLIER TO
PROVIDE CERTAIN BASIC INGREDIENTS WHICH ARE USED IN THE MANUFACTURE
OF NAIL POLISH. THESE INGREDIENTS ARE PRODUCED WITH BUTYL ACETATE,
A PETROCHEMICAL APPARENTLY NOW IN SHORT SUPPLY IN THE U.S.

2. THE U.S. SUPPLIER, KIRKER CHEMICAL COMPANY OF PATERSON NEW JERSEY,
HAS INFORMED BELGIAN MANUFACTURER THAT IT HAS HAD TO CURTAIL
PRODUCTION, SINCE BUTYL ACETATE AND MANY OF ITS OTHER RAW MATERIALS
HAVE BEEN UNDER ALLOCATION, WITH SUPPLIES RECEIVED HAVING BEEN CUT
BY AS MUCH AS 70 PERCENT SINCE NOVEMBER 1. IN A LETTER TO PROMOTER
DATED JANUARY 17, A KIRKER CHEMICAL REPRESENTATIVE SUGGESTED
THAT BELGIAN MANUFACTURER CONTACT EMBASSY TO DETERMINE IF USG
ACTION COULD BE TAKEN TO ALLEVIATE ITS SHORT SUPPLY SITUATION.

3. PROMOTER PRESIDENT TOLD EMBASSY OFFICER THAT FOR PAST 15 YEARS
KIRKER CHEMICAL COMPANY HAS BEEN RELIABLE SUPPLIER OF CERTAIN
VARNISHING AND COLORING CHEMICALS MADE FROM BUTYL ACETATE, WHICH
THE BELGIAN FIRM PROCESSES AND RE-SELLS TO MAJOR COSMETIC FIRMS IN
WESTERN EUROPE. PROMOTER IMPORTED 72,384 GALLONS AND 18,286 POUNDS
OF THESE PRODUCTS FROM THE U.S. SUPPLIER IN 1973. UNLESS THIS SUPPLY
FLOW IS CONTINUED. PROMOTER PRESIDENT SAYS HE WILL HAVE TO SEVERELY
CURTAIL HIS OPERATIONS, WHICH NOW EMPLOY 60 PERSONS. ALTHOUGH
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SIMILAR PRODUCTS ARE AVAILABLE IN EUROPE. THEY WOULD BE AN INEFFI-

CIENT SUBSTITUTE BECAUSE THEY ARE NOT OF THE SAME QUALITY.

4. IN VIEW OF OUR INTEREST IN SAFEGUARDING U.S. EXPORTS, EMBASSY
WOULD APPRECIATE GUIDANCE IN RESPONDING TO THIS REQUEST FOR ASSIS-
TANCE FROM THIS BELGIAN IMPORTER.

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